Boehringer Ingelheim

- European Family owned Pharmaceutical Company
- Focused on Human and Animal Health
- More than 46,000 employees
- > 16% turnover on Research
- 7 R&D sites
Investments in the last 2 years

March 2012
The Asian Veterinary Research and Development Centre in Shanghai (China) opened...

Aug 2012
The acquisition of a European vaccine manufacturing facility in Weesp (Netherlands) completed...

May 2012
A joint venture for the establishment of a veterinary vaccine manufacturing plant in Taizhou (China)

Sept 2012
and the European Veterinary Research Centre in Hanover (Germany) opened.

Business Segments in 2013

Global Animal Health Market

- Sheep 4.6%
- Cattle and small ruminants 24.6%
- Swine 18.5%
- Poultry 11.4%
- Companion Animals 40.7%

Source: Vetnosis Ltd./Review 2012

Boehringer Ingelheim Animal Health

- Cattle and small ruminants 20.2%
- Swine 44.1%
- Companion Animals 32.9%
- Others 1.0%
- Poultry 1.8%

*) Basis: 1.040 million Euro

(Company Presentation 2013 Boehringer Ingelheim Animal Health)
Boehringer Ingelheim Animal Health
we take prevention seriously

Innovative world class vaccines – supported by
- Professional people with a passion for the pig industry
- State of the art diagnostics, support and global research facilities
- Tools to monitor the success of prevention

Innovative world class vaccines

Efficacy is king when developing vaccines:
- We strive to bring to you the most efficacious vaccines using innovative approaches

Efficacy and safety without compromising convenience:
- We strive to make the administration of our products as convenient as possible for you and your pigs

Efficacy without compromising safety:
- We strive to bring you safe, pig friendly vaccines using modern adjuvant systems, like ImpranFLEX®
Some examples:

- **Efficacy is king**: We strive to bring to you the most efficacious vaccines using innovative approaches

  ![PCV2 antigen](image1) → ![Antigen purification patented process](image2) → ![Purified Antigen](image3)

**Global market leader in Swine Vaccines**

PREVENTION WORKS
Shaping the future of swine health
Some examples:

we strive to make the **administration of our products** as convenient as possible for you and your pigs:

- Monodoses
- Mixable, same adjuvant
- Lower stress, low labour, highest efficacy

Some examples:

**Efficacy without compromising safety:**

We strive to bring you safe, pig friendly vaccines using **modern adjuvant systems**, like **ImpranFLEX®**.
Professional people with
A passion for pigs

Largest family owned Animal health company in the world

we are long term committed to the pig industry
we are the Global market leader in Swine Vaccines
we offer SOLUTIONS to you for sustainable pig production
Together with you we ensure that we can feed the world

Global State of the art research facilities

Unparalleled investment in global research and development sites
Access to new and upcoming pathogens and diseases
Entirely vaccine focused research groups
Regional representation in key swine producing areas
fast access to meet your needs regionally and globally

US
• St. Joseph, MO
• Ames, IA
• Fort Dodge, IA

EU
• Ingelheim
• Hannover

CN
• Shanghai
• Taizhou

People with a passion for pigs
We employ state of the art diagnostics technology utilizing our global diagnostic centers and expertise

- HMC, Ames, Iowa, USA – Health Management Center
- Shanghai research lab
- bioScreen, Hannover – European Disease Management Center
- Diagnostics Tests Development at Svanova, Upssala, Sweden

We strive to deliver timely and accurate information that help you manage the health of swine better.
Tools to monitor the success of prevention

**BECAL (The BI Economic Calculator):**

- A convenient tool for the economic analysis of vaccination interventions
- Enables more effective and proactive in planning and evaluating preventive health measures
- Provides simple, fast return on investment (ROI) and benefit cost ratio (BCR) to support your decision
Taking prevention seriously means seeing the bigger picture

Innovative world class vaccines must be supported with

- Professional people with a passion for the pig industry
- State of the art diagnostics, support and global research facilities
- Tools to monitor the success of prevention

PREVENTION WORKS
Shaping the future of swine health
For professional people with passion for pigs

Grazie per l’attenzione!